HUMPHREYS & PARTNERS ARCHITECTS, L.P.

MID YEAR

2018

WEBINAR

OUR SPEAKERS

GREG FAULKNER

PRESIDENT

WALTER HUGHES

VICE PRESIDENT OF DESIGN

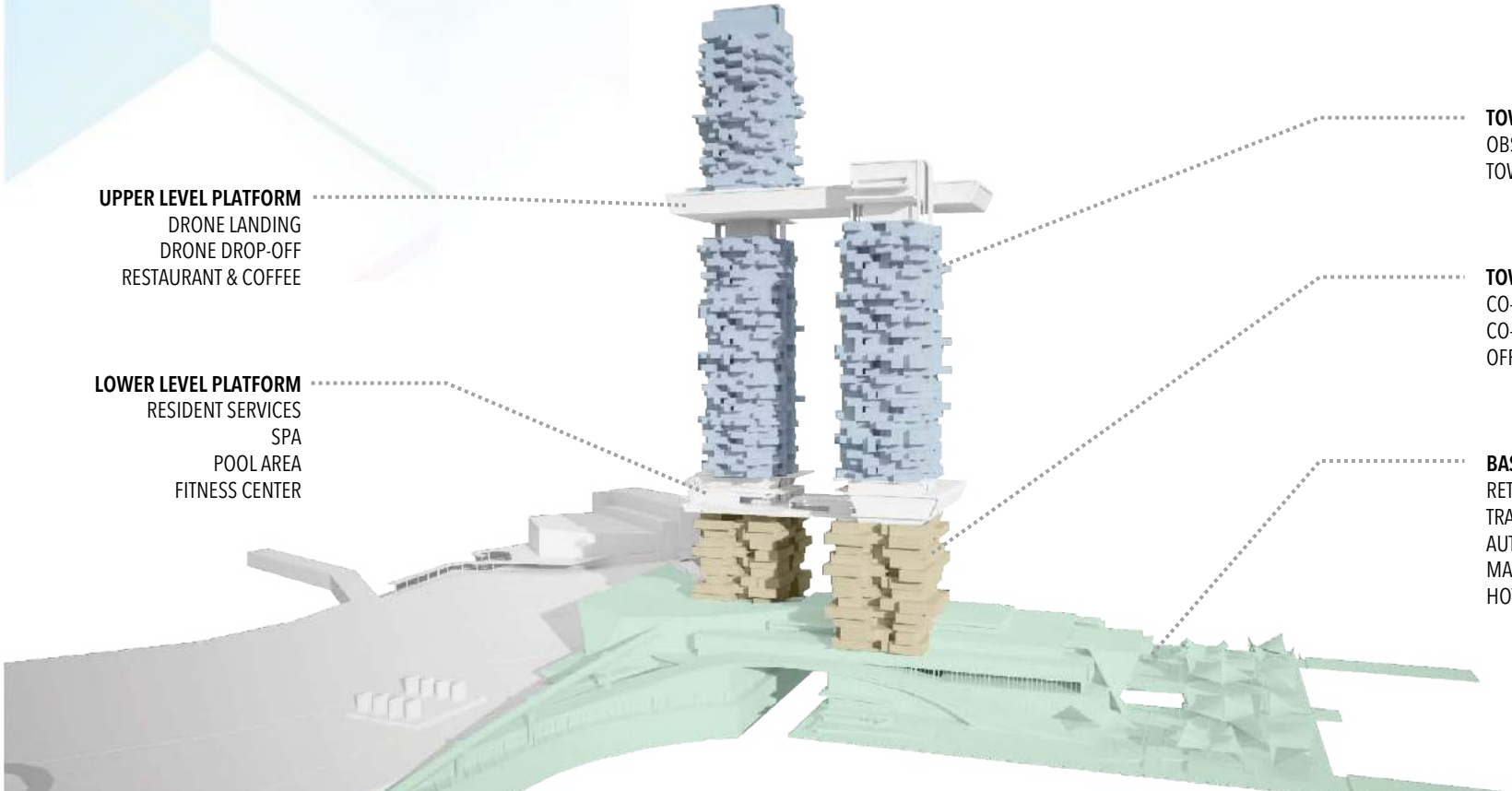
DANIEL GEHMAN

STUDIO DIRECTOR, CALIFORNIA

W E L C O M E T O

PIER 2

BUILDING OF THE FUTURE


UPPER LEVEL PLATFORM
DRONE LANDING
DRONE DROP-OFF
RESTAURANT & COFFEE
LOWER LEVEL PLATFORM
RESIDENT SERVICES
SPA
POOL AREA
FITNESS CENTER
TOWER
OBSERVATION DECK
TOWER UNITS
TOWER
CO-LIVING
CO-WORK
OFFICES
BASE
RETAIL
TRANSPORTATION HUB
AUTOMATED PARKING
MARINA
HOTEL

TRENDS AND TECHNOLOGY AVAILABLE

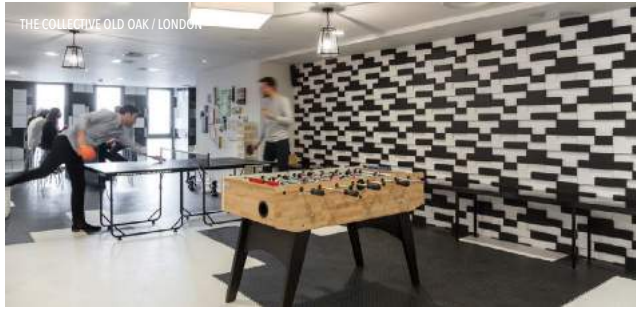
TODAY

CO-WORKING

- 84% of users are more motivated
- 69% of users feel more successful
- 82% have expanded their networks
- 69% learned new skills

CO-LIVING

- Unique community feel
- Rapidly growing segment
- Small units, loaded with services
- One bill



LOWER LEVEL PLATFORM

AMENITIES

- Cocktail bar
- Private dining room
- Cigar lounge
- Poker room
- Kids playroom
- Fitness Center
  - Rock climbing
  - Electro-magnetic bikes
  - Immersive fitness
  - Hydro training
  - Spa
  - Cryotherapy
- Hot & cold storage
- Package mail box
- Pet services

BASE / PROMENADE

ENTERTAINMENT

5G network, real time connection, LED lightining, food, music and people watching.

- OBSCURA
  - Immersive experience
  - Inspire audiences

- ECHO
  - Huge virtual image from a small projector
  - Captivating and memorable
  - Image directly onton the viewer's eye

OBSCURA / SEEING THE UNSEEN STARS IN GRAND CENTRAL TERMINAL

OBSCURA / SALESFORCE

ROOFTOP MOVIE NIGHTS AMSTERDAM

LIGHT VERT

PH: ULYSSE LEMERISE / MONTREAL

EL KIOSKO / MAHOU SAN MIGUEL

TOWER / OFFICE

DIGITAL TECHNOLOGY INTERACTIVE GLASS

- Smart surface technology
- Transforms a variety of surfaces into functional touchscreens
- Watch TV shows in the kitchen while you cook
- Manage home appliances
- Bluetooth audio and online video
- Plan a bus trip on a interactive map

TAT'S OPEN INNNOVATION

TAT'S OPEN INNNOVATION

CORING / A DAY MADE OF GLASS

EYESTOP

EYESTOP BUS SHELTER

STAMBOL STUDIOS

GETTY IMAGES / DAVID RAMOS / WHERE MIGHT VIRTUAL REALITY LEAD US?

IRIS VR

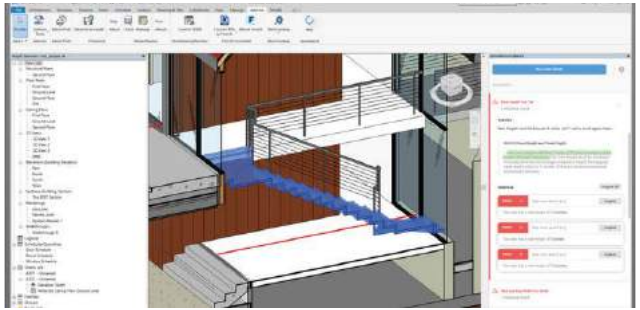
MICKE TONG

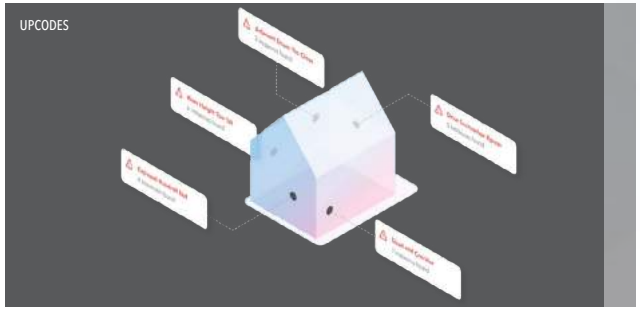
STUDIO 216

LOWER LEVEL PLATFORM

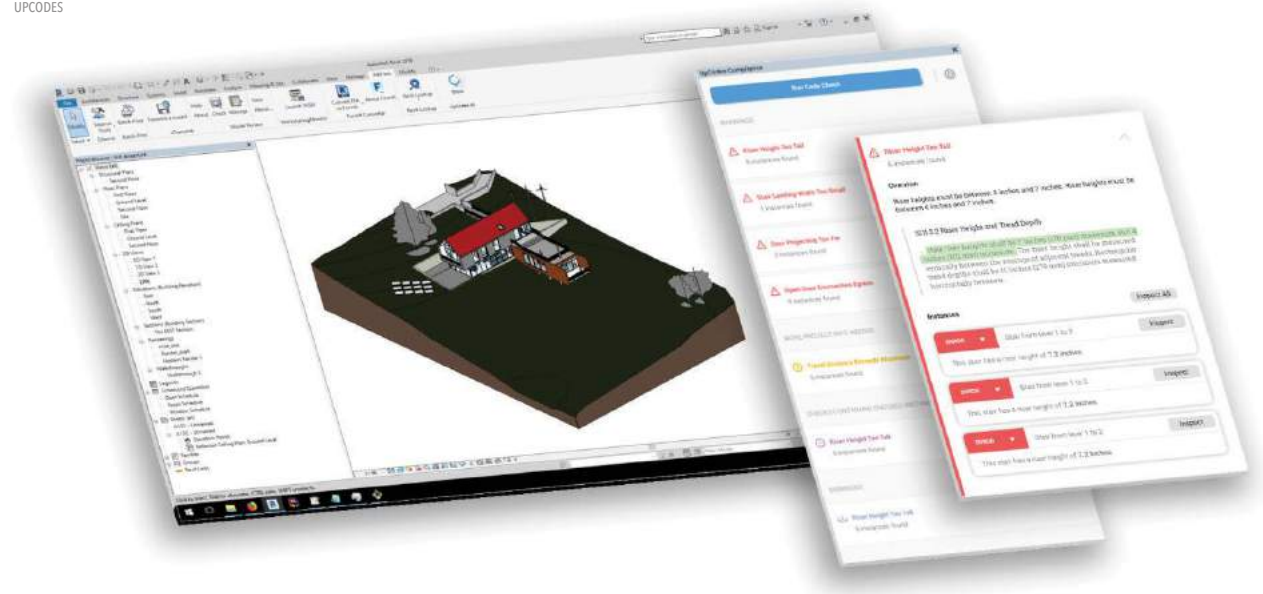
VIRTUAL REALITY

- Selling projects yet to be built
- Eliminates need for model units
- Easy finish out showcase
- 24/7 robot assistance
- Variety of finishes at the touch of a bottom





UPCODES



BUILDING CODE AUTOMATION

- For architects and engineers
- View code errors in Revit
- Accelerate project timelines
- Reduce errors

BASE / RETAIL

SMART SHOPPING

- Shoppers make 51% of their purchases online
- 44% of orders placed on smartphones
- E-commerce is growing 23% year over year
- In 2022 e-commerce sales are going to be $640.000 million US

AMAZON GO

Amazon Go is a new kind of store featuring the world's most advanced shopping technology.

TOWER / HOME TECHNOLOGY

HOME ASSISTANTS

Google Home

- Hands-free help
- Control your smart home

Alexa

- Control your smart home
- Ask any question

Apple Home Kit

- Control your home kit

GOOGLE HOME

Hi, how can I help?

AMAZON

APPLE

D-LINK

VELUX

TOWER / HOME TECHNOLOGY

TECHNOLOGY

Nest

- Thermostat
  - Energy savings 10% to 15%
- Protect
  - Lets you know where smoke is coming from
- Hello
  - Lets you know who's there 24/7
  - Go back 3 hour snapshot history
- Cam
  - See your home 24/7
  - Alert when something happens
- Doorbell camera
- Multi-credential property acces control
- A.I. vacuum
- Glass cleaners

NEST THERMOSTAT

NEST CAM INDOOR

NEST PROTECT

LATCH

WINBOT

ROOMBA

TOWER / HOME TECHNOLOGY

SMART KITCHEN

INTERACTIVE COOKTOP

- Embedded induction surface
- Multi-touch counter

MOLEY CHEF ROBOT

- Reproduces the human hands
- Operated from a touch screen or via smartphone

SMART REFRIGERATOR

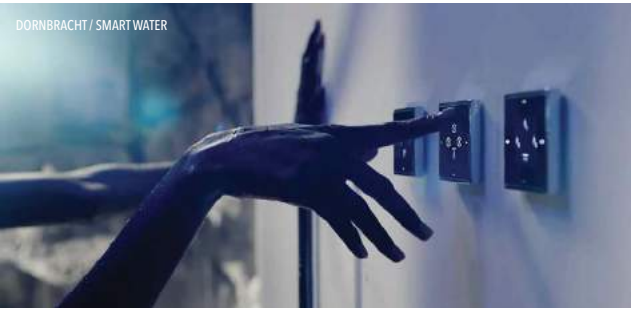
- Create shopping list
- Peek inside your refrigerator

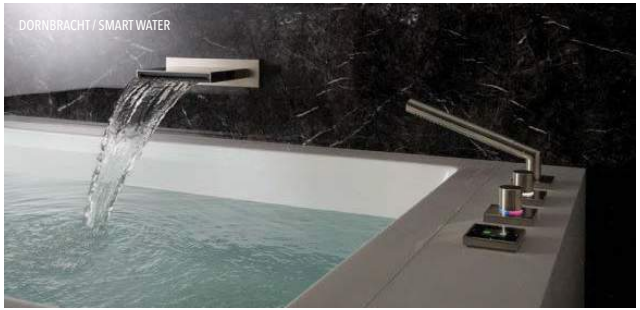
FOOD RECYCLER

- Zera converts 95% of waste into ready/to/use fertilizer

SOLAR TRASH COMPACTOR

- Powered by solar energy





TOWER / HOME TECHNOLOGY

SMART BATHROOM

U BY MOEN

- Digital Shower
- Control by voice, phone and controller
- Avoid wasting water
- Set temperature, length, notificactions

SMART WATER

- Automatic bathtub filling
- Desire depth and temperature

NUMI HIGH TECH TOILET

- Motion-Activated cover and seat
- Deodrizer
- Heated seat
- Foot warmer
- Music

SUSTAINABILITY

DYNAMIC GLASS

COOLING

- Saves 34% in cooling loads

LIGHTING

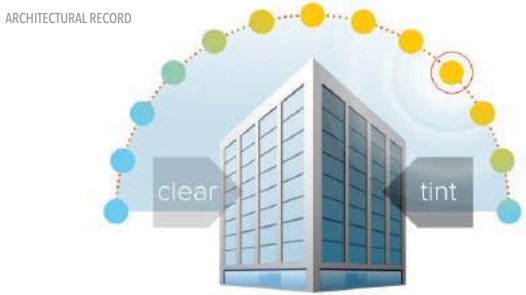
- Saves 29% in electrical use

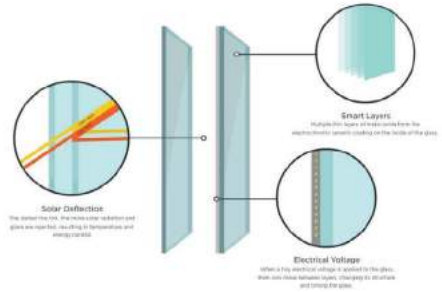
VISIBLE LIGHT

- Controls between 60%-1%

SOLAR HEAT

- Controls between 0.40-0.05





TOWER / UNITS

ALL IN ONE FURNITURE

- Ori
  - At the touch of a button, the full sized configuration transforms to offer a full scale bedroom, office and living room

- Versatility and mobility
- Cost savings
- Space savings

TOWER / UNITS

MODULAR

EXCEPTIONAL QUALITY

- Reach superior results than traditonal techniques

SPEED

- Built in about 1/3 the time needed to construct a site-built building

COST SAVINGS

- Modular construction can save the consumer 10-20%

FLEXIBILITY OF DESIGN

ENERGY EFFICENCY

- 50% more energy efficient

'KASITA' CONCEPT

- Small package
- Delivered ready

KASITA

KASITA

KASITA

KASITA

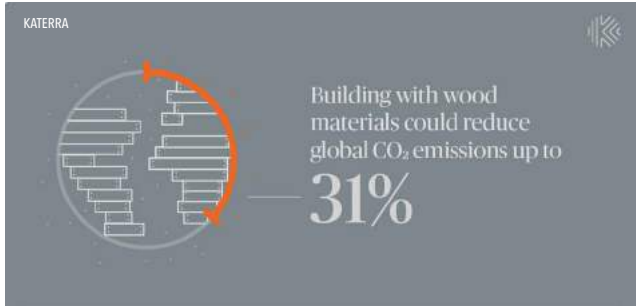
PENDA

ODA NEW YORK'S

TOWER / UNITS

PREFAB

- Offsite construction
- Factory built
- Standard buildings chassis
- Mass production allows more time focused on delivering high quality and creative design solutions
- Fast construction
- Lower cost by buying in bulk
- Katerra



SUSTAINABILITY

WIND POWER

COST

- Less than 1 cent per kWh

ENERGY PER YEAR

- Small wind turbines could provide up to 1.5 TW.h

CARBON FOOTPRINT

- Yearly emissions eliminated

SOLAR POWER

- Double digit growth year after year

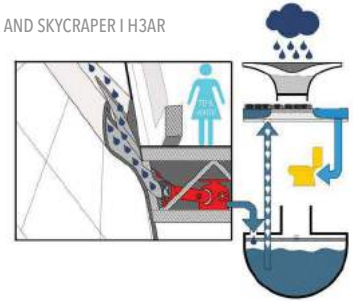
COST

- 3.7 cents per kWh

ENERGY PER YEAR

- 1 watt-peak of solar PV capacity generates 1 to 2 kWh

RAINDROP / STUDIO BAS VAN DER VEER


RAIN COLLECTOR AND SKYCRAPER I H3AR

AGRO-IN-VILLE / ABE LAB

MIRAI CO

THE GREEN DIVAS

ODILA DESIGN

SUSTAINABILTY

WATER

- Less than 5% of water is used for drinking and cooking
- Greywater makes up 65% of wastewater
- Reduces water bills 30%

VERTICAL FARMS

- 1 acre = 100 farmed acres
- 90% less waste

GREEN WALLS

- Reduces urban heat island effect
- Cleans air of pollutants

TRENDS AND TECHNOLOGY AVAILABLE
BETWEEN NOW AND

5 YEARS

WALKWAY

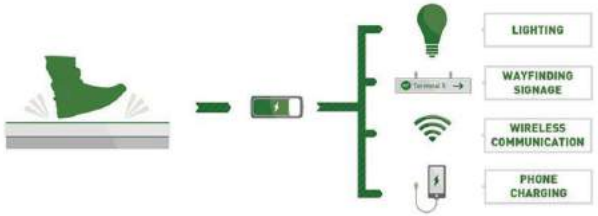
The promenade will include a Pavegen and EnGo energy generating walkway.

- 5 Watts per footstep
- 1 footstep = 30 sec LED street lamp

BIKE SERVICES

- AUTOMATED BIKE PARKING
  - 24.9 bikes/m2
  - 13 sec average retrieval time
- SOLAR BIKE PATH
  - Generates 10 hours of light
- BIKE PATH GENERATES ENERGY
  - 3.000 kw/h in 250 feet, enough to power a home for a year

PAVEGEN



BASE / MEANS OF TRANSPORTATION

AUTONOMOUS VEHICLES

CAR

- Tesla charger: 30 min charging your vehicle
- Prevents 90% of car accidents
- Increases road capacity by 273%

BUS

- 100% autonomous
- 15 passengers
- 25 km/h operating speed
- 9 hours autonomy

BASE / MEANS OF TRANSPORTATION

PARKING

CONVENTIONAL GARAGE DESIGNED TO ADAPT TO AUTONOMUS VEHICLES

- Today the typical car is used only 5% of the time
- 95% of the time is parked, at a house or on the street
- By the time today's garages are built, self parking cars and shared fleets will be a reality

ARROWSTREET INC.

BASE / MEANS OF TRANSPORTATION

PARKING

PARKING GARAGE EVOLUTION

- Car ownership will evolve to a subscription service with intelligent fleets
- Less need for parking
- In 2035, the need for parking should decline by more than 5.7 billion square meters in the United States

TOWER / HOME TECHNOLOGY

A.I.
PERSONAL ASSISTANT

TEMI

- Personal assistant

HONDA

- A18. Charming companion
- B18. Chair-type mobility
- C18. Multi-functional cargo
- D18. Autonomous off-road vehicle

CUTTI

- Elder autonomy help

PLATFORM'S CONNECTION

HORIZONTAL ELEVATORS

DIRECTION

- Vertical and horizontal

FOOT PRINT

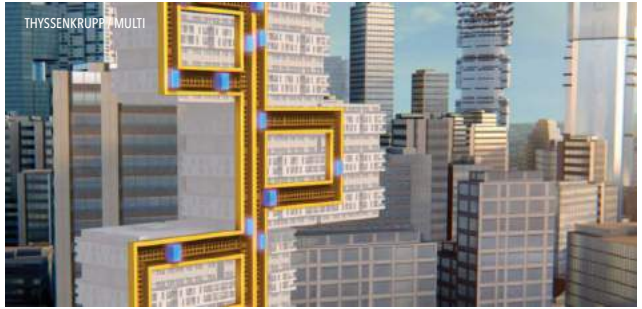
- 50% less

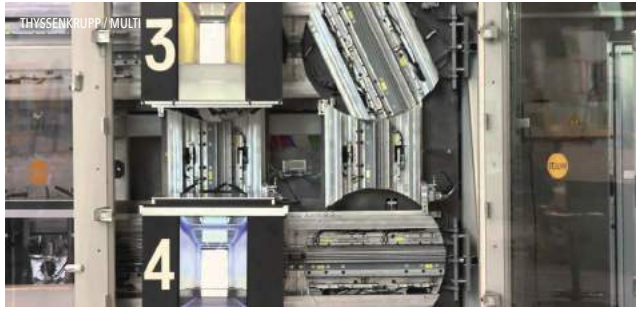
CAPACITY

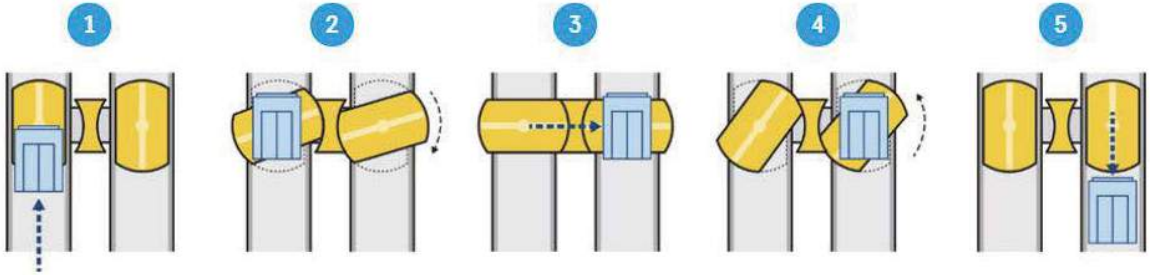
- 50% more

WEIGHT

- 50% less compared to standard technologies
- Allows for new building configurations







ROBOTIC CONSTRUCTION

TIMBER CONSTRUCTION

- Modules prefabricated by robots
- Robotic precision
- Computer-aided

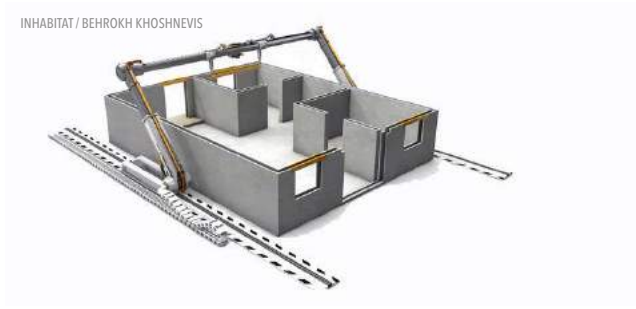
3D PRINTING

- Computer controlled
- Enables almost any shape
- Fast and accurate construction
- Low labour costs
- Less material waste

NCCR DIGITAL FABRICATION / ROMAN KELLER

NCCR DIGITAL FABRICATION / ROMAN KELLER

APIS COR


INHABITAT / BEHROKH KHOSHNEVIS

NCCR DIGITAL FABRICATION / ROMAN KELLER

NCCR DIGITAL FABRICATION

CONNECT ROBOTICS

AMAZON PRIME AIR

COOKALONGBLOG / ICELAND

UAV DELIVERY

UNMANNED AERIAL VEHICLE

- 60% reduction in delivery costs

AMAZON PRIME AIR

- Improves road safety
- Reduces delivery time, less than 30 minutes
- Package delivery up to 5 pounds

CONNECT ROBOTICS

- Drone delivery service wherever it is needed
- Don't have to buy any equipment
- Seller and customer connected
- Drone takes off after the payment is done in the app
- Fuly automated, end-to-end

AVs DELIVERY

DRIVER LESS

KROGER GROCERY DELIVERY

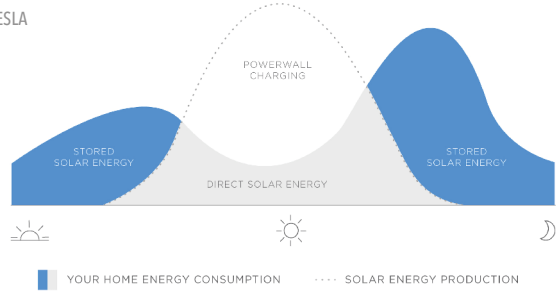
- Vehicle for groceries
- Take up very little space on the road

ROBOMART

- Mobile grocery market
- "Grab and Go" technology
- Fresh fruit and vegetables stock

DOMINO'S PIZZA AV

- Ford and Domino's fusion
- Built-in pizza oven
- Customer will have a PIN number



SUSTAINABILTY

TESLA ENERGY

SOLAR ROOF

- $21.85 per square feet
- Invisible solar cells
- Infinite tile warranty
- $5000 cost
- $2000 installation

POWERWALL

- Stores the excess solar energy

TESLA APP

- Monitor and manage your storage energy.

TRENDS AND TECHNOLOGY
AVAILABLE IN

10 YEARS

SIDEWALK LABS

SIDEWALK LABS

SIDEWALK LABS

SIDEWALK LABS

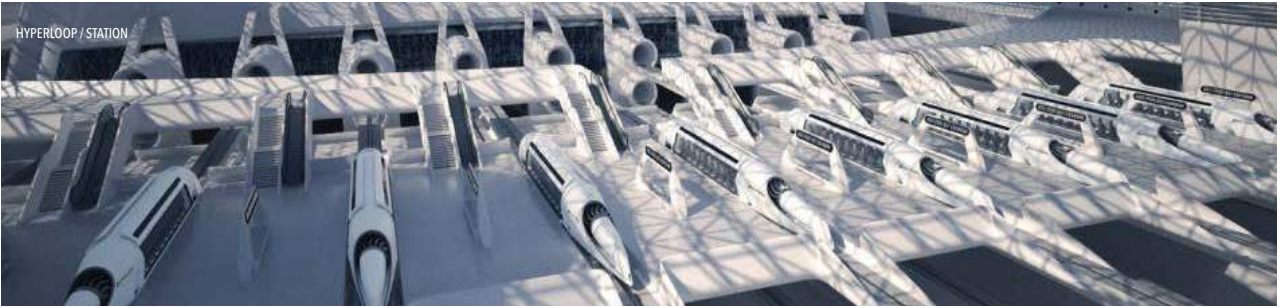
SIDEWALK LABS

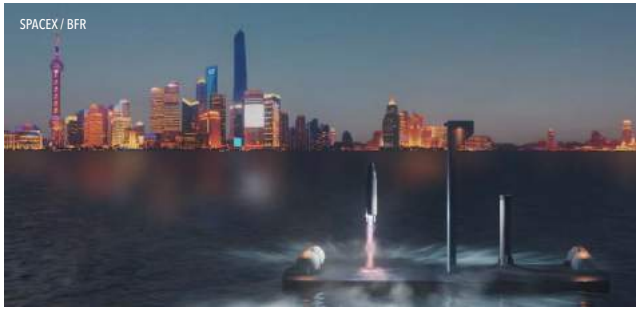
SIDEWALK LABS

SMART CITIES

SIDEWALK LABS

- Transformation from an ownership model to a mixed model of fleet-owned vehicles
- Opportunity to right-size the automobile itself
- Driverless shuttle buses replace private cars
- Will have some kind of spatial differentiation or universal time-of-day pricing
- Elimination of on-street parking and transforming that space into bike lanes, bus lanes, and loading/unloading spaces
- Traffic lights track the flow of pedestrians





BASE / MEANS OF TRANSPORTATION

TRANSPORTATION

HYPERLOOP

- System of tubes through which a pod travels free of air resistance and friction
- Average speed of 600 mph
- Goal of being in service by 2021

SPACE X

- NYC to Shanghai in 39 minutes
- Elon Musk, imagines carrying people from any part of the world in less than 30 minutes

UBER

- Drone flying car
- Rideshare network
- Operational by 2023

TOP PLATFORM

DRONES

FLIGHT SPEED

. 100 km/h

CRUISING DURATION

. 25 min

CRUISING ALTITUDE

. 500 m

TOWER

PRIVATE DRONE PLATFORM

The private drone platforme can be used by penthouse owners.

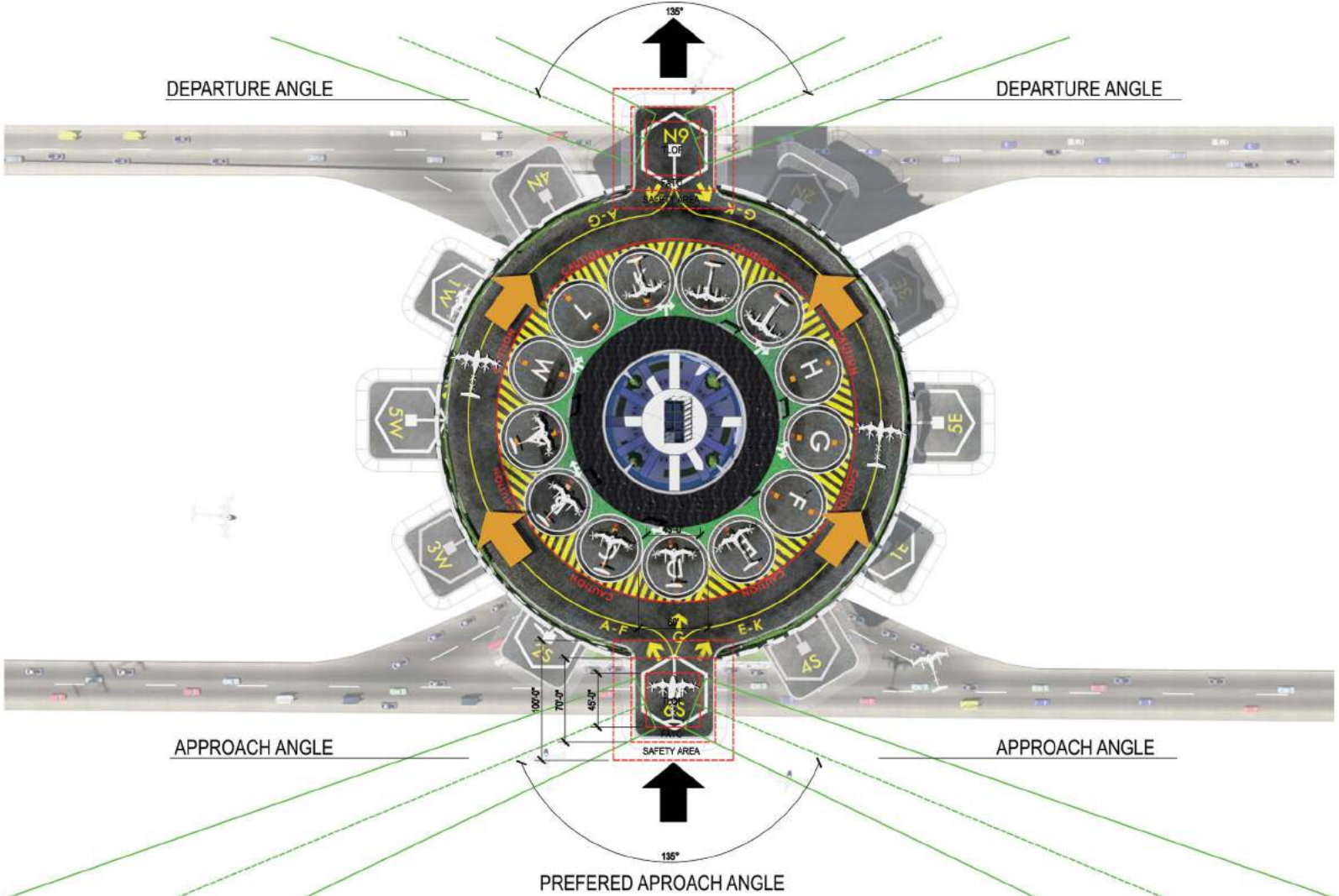
. Called in via app

UBER
UBER

UBER
UBER

PIER 2

01A


135°
DEPARTURE ANGLE
DEPARTURE ANGLE
N9
4N
2N
1W
5E
5W
3E
3W
1E
2S
4S
6S
A-G
G-K
A-F
E-K
CAUTION
100'-0"
70'-0"
45'-0"
SAFETY AREA
APPROACH ANGLE
APPROACH ANGLE
135°
PREFERED APROACH ANGLE

HYPERLOOP
PLAZA/ RETAIL CHECK IN
GROUND LEVEL
LIGHT RAIL
HIGHWAY
HIGHWAY

TRANSPARENT GLASS SOLAR CELLS - ENERGY GENERATION
BIO CONCRETE - SOUND / POLUTION ABSORPTION
VEGETATION - AIR PURIFIER / SOUND ABSORPTION
UBER
HYPERLOOP
PLAZA/ RETAIL CHECK IN
GROUND LEVEL
TRAIN STATION
HIGHWAY
HIGHWAY

MODULAR MULTIFAMILY / THE NAKED TRUTH

IS MODULAR THE OF MULTI-FAMILY CONSTRUCTION?

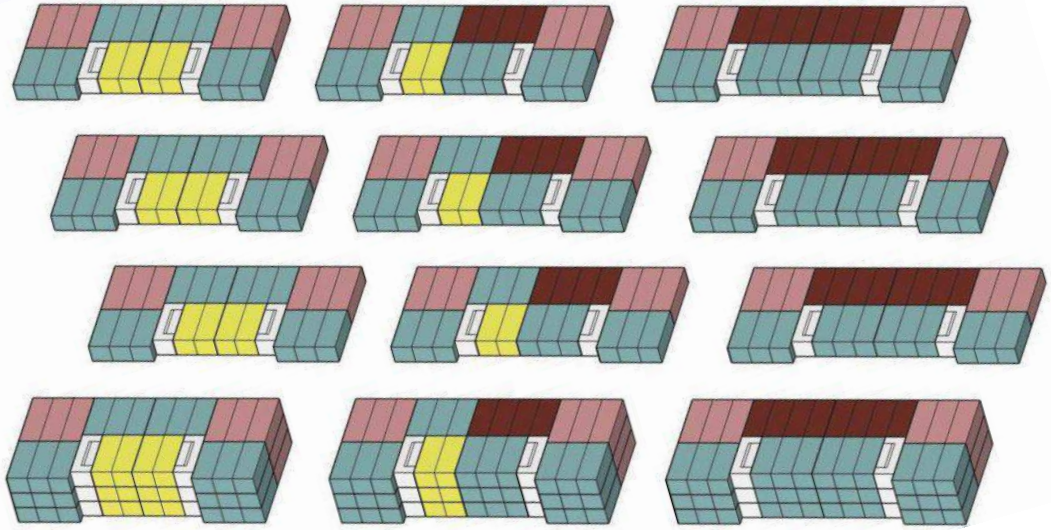
UBER airbnb amazon

SHALL WE CLARIFY WHAT WE MEAN BY MODULAR?

TODAY'S MODULAR CONSTRUCTION IS MUCH MORE THAN DOUBLEWIDES AND TRAILER PARKS.

3 GOLDEN RULES of MODULAR

Minimum Number of Maximum-Sized Boxes

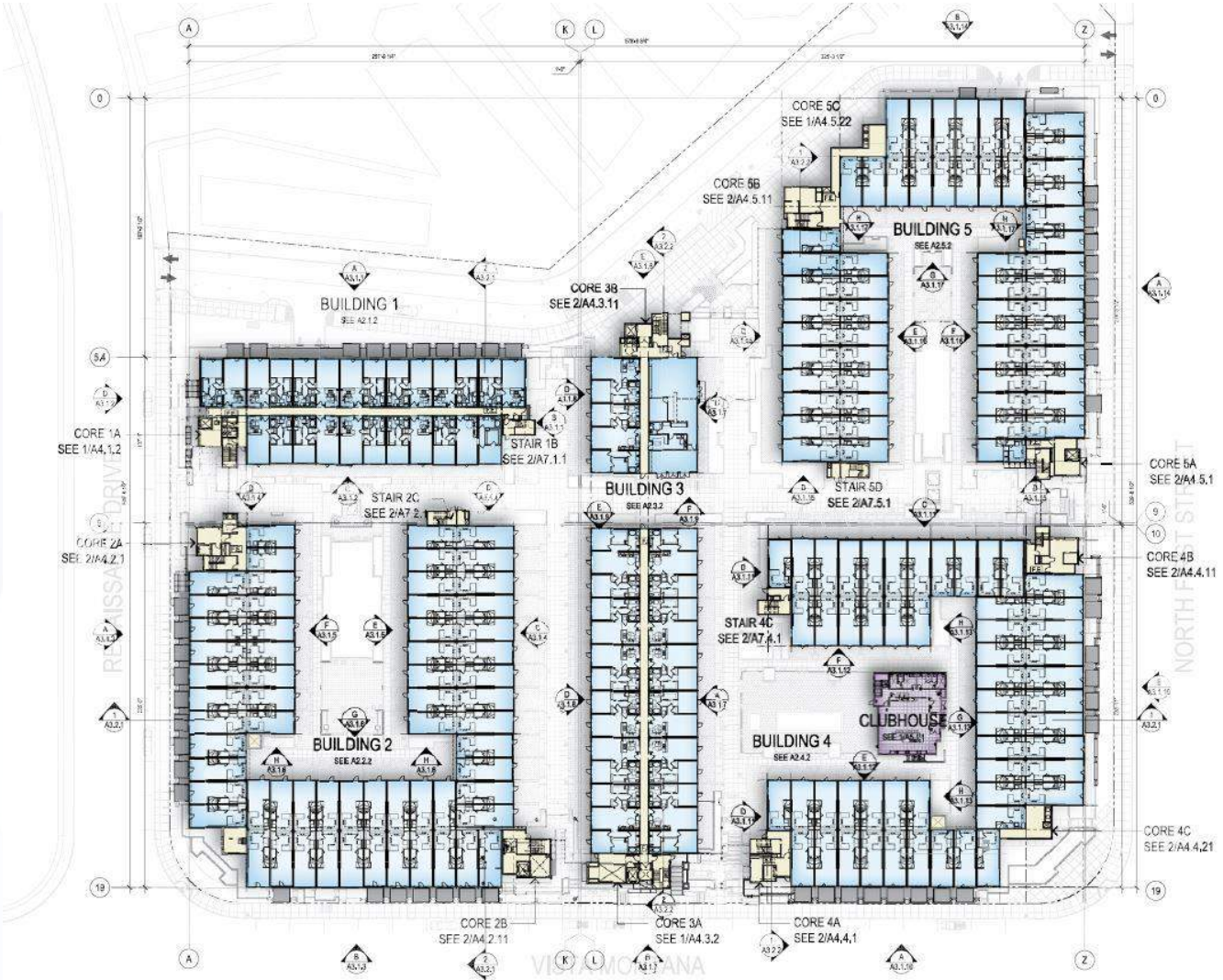


STRAIGHT, **FLAT**, RATIONAL

Highly Disciplined Design Team

Modular to Stick? *Ok, no problem.*

Stick to Modular? *Fuhgeddaboutit!*


CORE 5C
SEE 1/A4.5.22
CORE 5B
SEE 2/A4.5.11
BUILDING 5
SEE A2.5.2
BUILDING 1
SEE A2.1.2
CORE 3B
SEE 2/A4.3.11
CORE 1A
SEE 1/A4.1.2
STAIR 1B
SEE 2/A7.1.1
BUILDING 3
SEE A2.3.2
STAIR 5D
SEE 2/A7.5.1
CORE 5A
SEE 2/A4.5.1
STAIR 2C
SEE 2/A7.2.1
CORE 2A
SEE 2/A4.2.1
CORE 4B
SEE 2/A4.4.11
STAIR 4C
SEE 2/A7.4.1
CLUBHOUSE
BUILDING 2
SEE A2.2.2
BUILDING 4
SEE A2.4.2
CORE 4C
SEE 2/A4.4.21
CORE 2B
SEE 2/A4.2.11
CORE 3A
SEE 1/A4.3.2
CORE 4A
SEE 2/A4.4.1
REMISSAY DRIVE
NORTH FIRST STREET
VISTA MONTANA

WHAT MODULAR WANTS TO DO

WHAT MODULAR WANTS TO DO

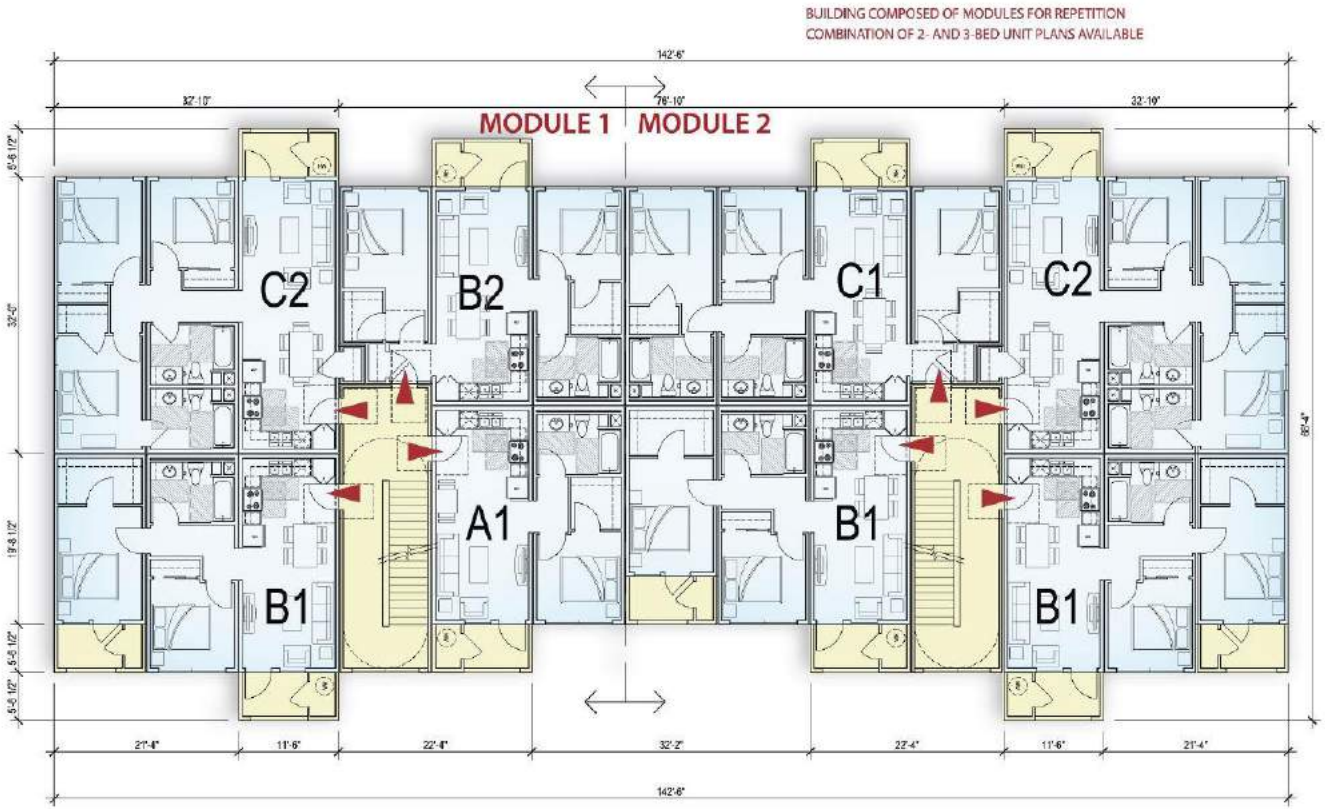
PRIVATE USABLE OPEN SPACE

GROUP USABLE OPEN SPACE

4328

4328

WHAT MODULAR CAN DO



MODULAR
PROS & CONS

+

Labor Rate Savings

Faster

Price Certainty

Better Quality

Safer, Security, Noise....

-

Transportation & Installation Costs

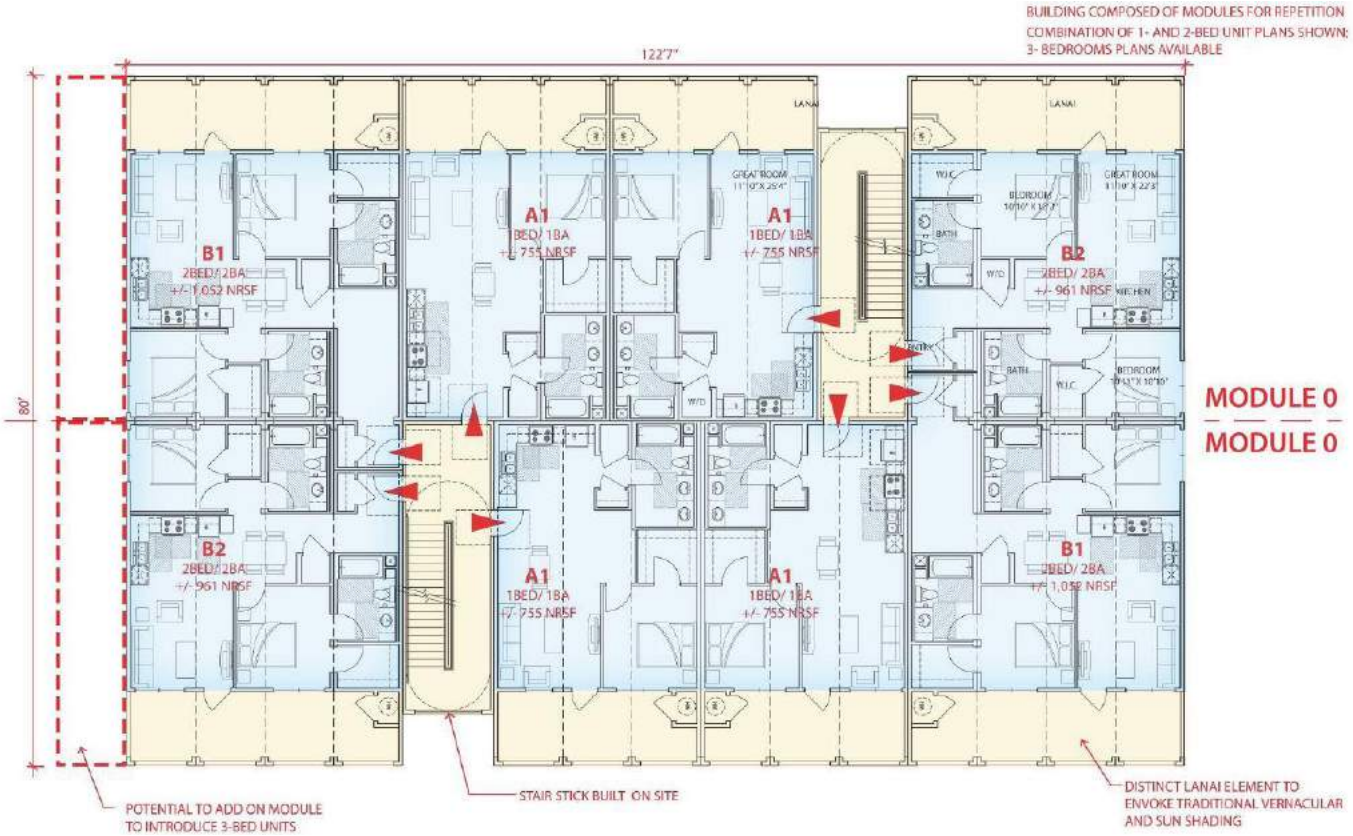
Early Decision Making

$$$ Front End Loaded

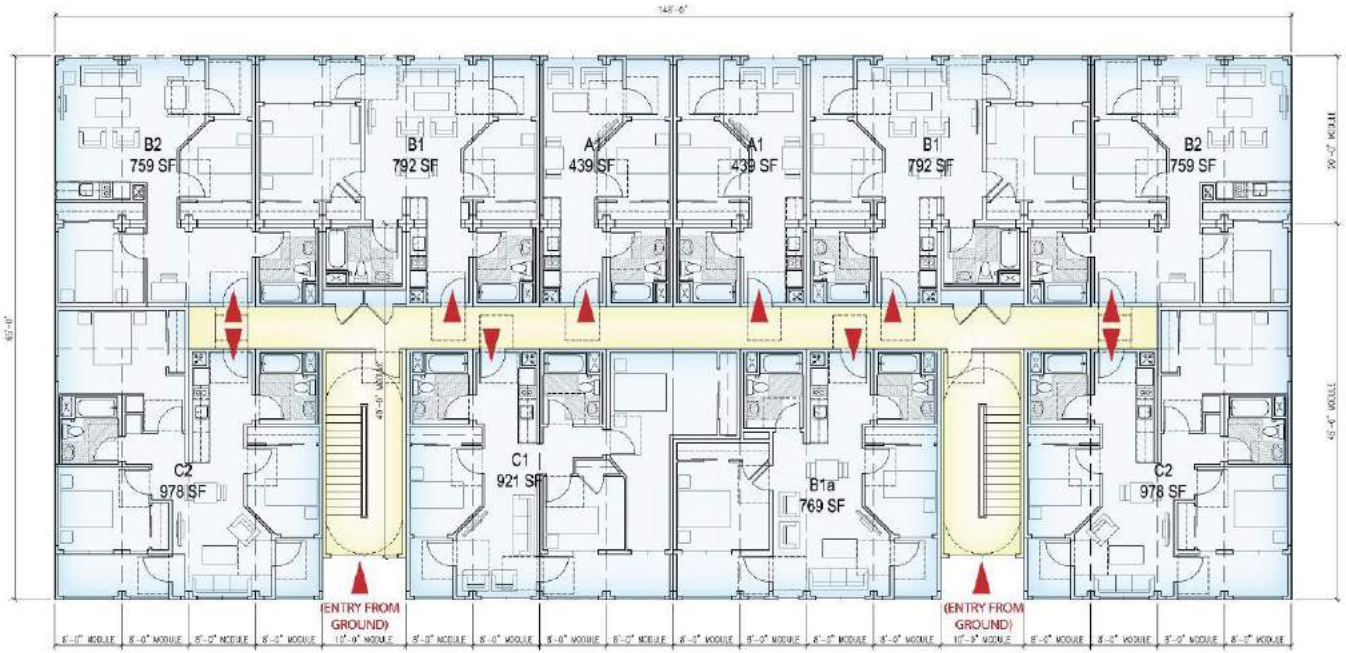
Uses 20% More Material

THINKING
INSIDE
THE BOX

WHAT MODULAR WILL DO



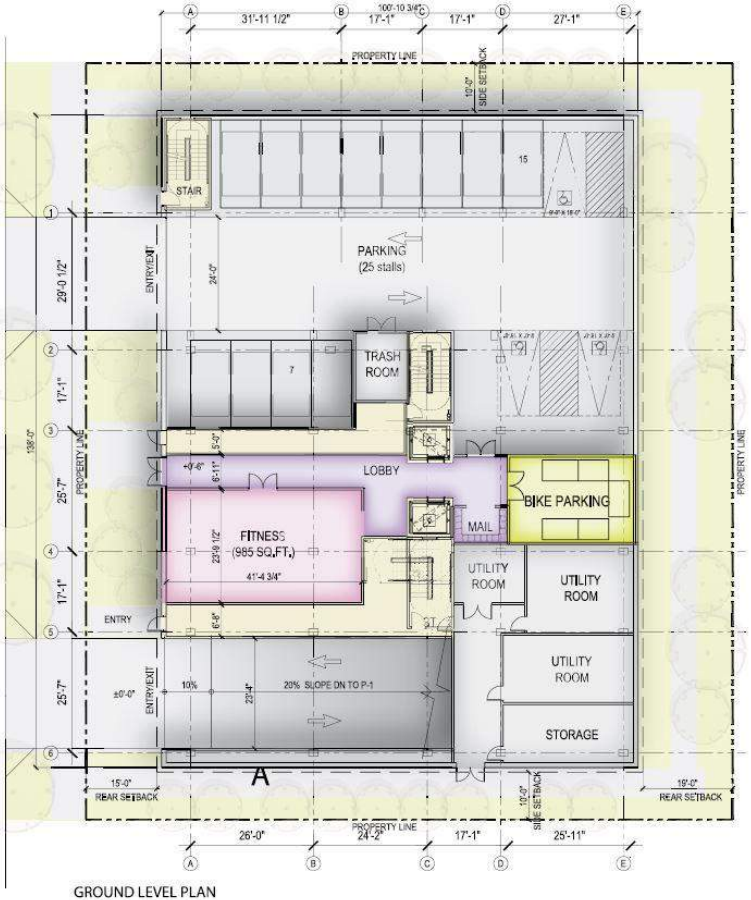
WHAT MODULAR WILL DO



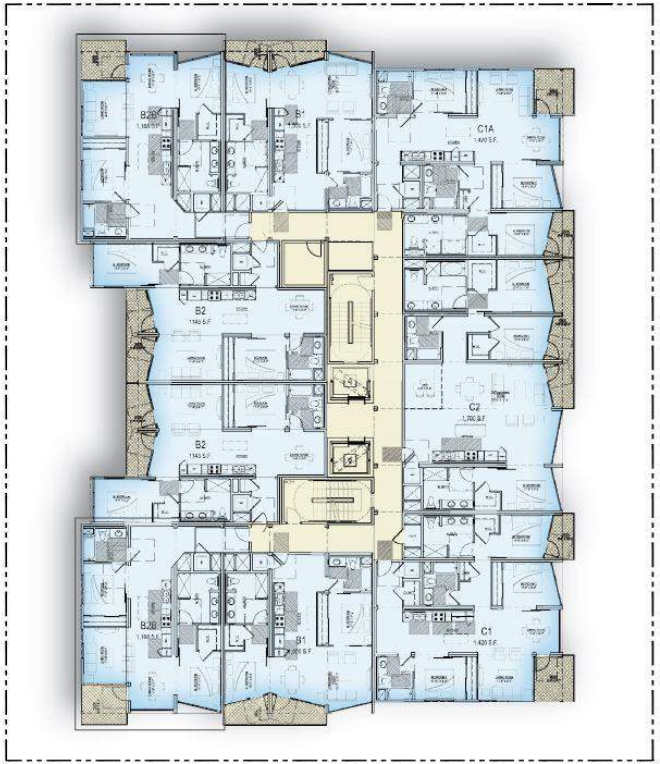
S1
+/-320 SF

S2
+/-400 SF

WHAT MODULAR WILL DO



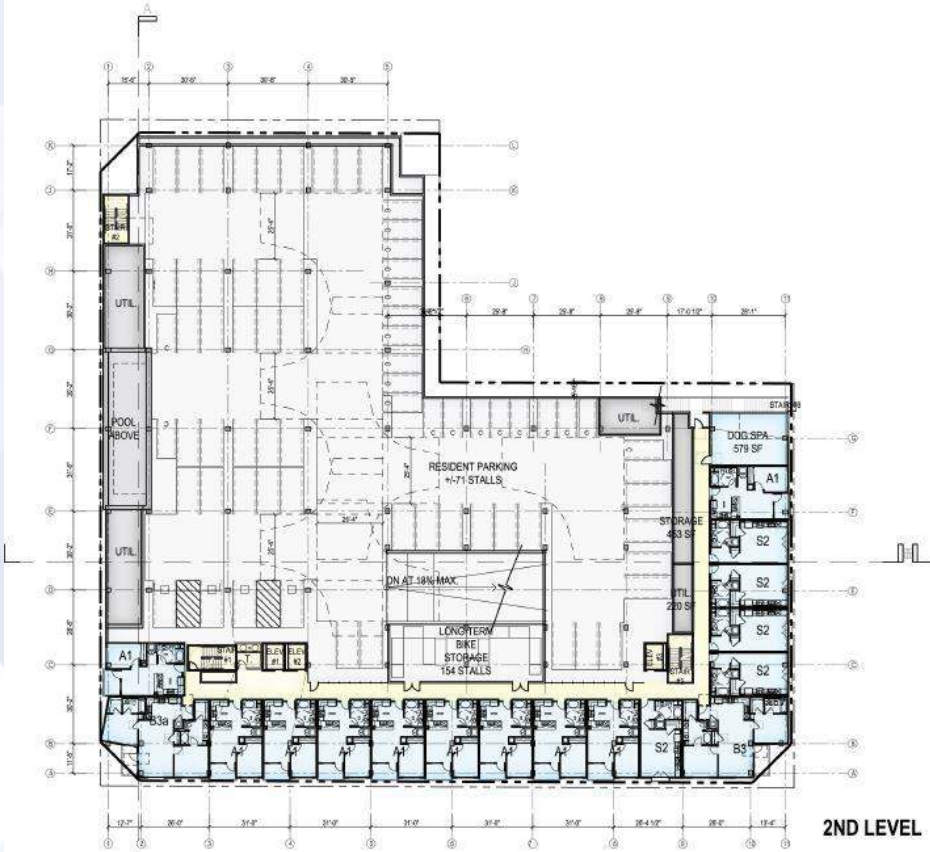
GROUND LEVEL PLAN



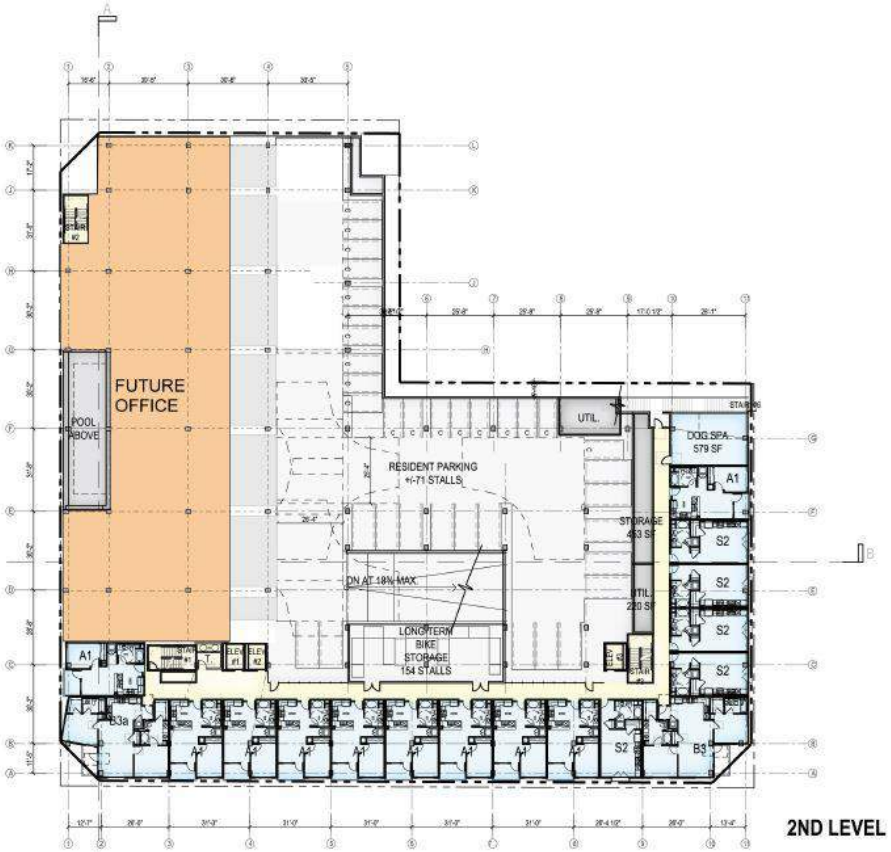
TYPICAL UPPER LEVEL PLAN

RESIDENT ENTRY

DESIGNING FOR FUTURE PARKING CONVERSION



CURRENT PARKING



FUTURE OFFICE (LESS PARKING REQUIREMENT)

HUMPHREYS & PARTNERS ARCHITECTS, L.P.

CONSTRUCTION COSTS 2018

CONSTRUCTION COSTS 2018

CONVENTIONAL MULTIFAMILY

CEI GENERAL CONTRACTORS

> Because of the unstable market right now, due to tariffs on steel and other imported materials, lumber cost, and labor issues, it is very difficult to provide numbers today that will hold up 6 months or more from now. Also, our spreads are a little bit wider due to timing, location, site conditions, and materials specified for each individual project.

GINY KNUDSEN
gknudsen@ceitn.net

The Dinerstein Companies

CONSTRUCTION COSTS 2018

CONVENTIONAL MULTIFAMILY

"All price increases we have seen are commodity driven. There was a recent drop in lumber but its still high versus last quarter. A lot of the uncertainty from the tariffs has led to increases and we are actually seeing rebar increases now due to the tariffs. Most recent increases have been on quartz… all our concrete guys are pushing the rebar increases.

Labor is still a concern but it hasn't necessarily driven up pricing as its been factored in and projected for a couple years now."

BRAD DINERSTEIN
Brad.Dinerstein@tdc-properties.com

CONSTRUCTION COSTS 2018

CONVENTIONAL MULTIFAMILY

SUMMIT
CONTRACTING GROUP, INC.

MARC PADGETT
mpadgett@summitcontractors.com

Surface / Garden Style Product:

$93-$98/NSF – 1,000 SF Average – Without Sitework

HUD 221 D4 Note – Residential Davis Bacon Wage Rates Apply – We are seeing an increase of around 3-5% from conventional deals

E-Urban / Surface Parked Product:

$110 - $115 w/ minimal sitework

HUD 221 D4 Note – Residential Davis Bacon Wage Rates Apply – We are seeing an increase of around 3-5% from conventional deals

Wrap Garage Product (4-Story):

$145-$150 depending on location

HUD 221 D4 Note – Residential Davis Bacon Wage Rates Apply – We are seeing an increase of around 3-5% from conventional deals

Wrap Garage Product (5-Story):

$175-$180/ sq ft = 900 sq ft avg depending on location

HUD 221 D4 Note – Commercial Davis Bacon Wage Rates Apply – We are seeing an increase of around 8-10% from conventional deals

4-story Podium Parked Product:

$185-$190/NSF – NFPA 13R Type V construction - Depending on location & if any parking is buried below grade

HUD 221 D4 Note – Residential Davis Bacon Wage Rates Apply – We are seeing an increase of around 3-5% from conventional deals

5-story Podium Parked Product:

$200-$225 /NSF – NFPA 13 Type III Construction - Depending on location & if any parking is buried below grade

HUD 221 D4 Note – Commercial Davis Bacon Wage Rates Apply – We are seeing an increase of around 8-10% from conventional deals

HUD General Note – We also suggest owners carry additional contingency of at least 5% on top of what the HUD requires from conceptual estimate until 100% CDs are developed as some times the HUD approval process can be very time consuming.

Prices depend on square foot average, site conditions and other factors. *15% higher out West (not California, Midwest or Northeast) 15% to 30% higher in California, Midwest, Northeast and Pacific Northwest. 10% higher on 5-story product.

CONSTRUCTION COSTS 2018

CONVENTIONAL MULTIFAMILY

BBL BUILDING COMPANY	JF	PROVIDENT GENERAL CONTRACTORS	CEI GENERAL CONTRACTORS
MARK LEAR mlear@bblbuildingco.com	JUSTIN MORRIS jmorris@jordanfosterconstruction.com	LEIA SIDWA LeiaS@ProvidentGC.com	GINY KNUDSEN gknudsen@ceitn.net
Surface / Garden Style Product: **$112 - $125 NRSF**	Surface / Garden Style Product: **$110 - $120 NRSF**	Surface / Garden Style Products: **$115/$125 NRSF**	Surface / Garden Style Products: **$120/$140 NRSF**
E-Urban / Surface Parked Product: **$120 - $132 NRSF**	E-Urban / Surface Parked Product: **$118 - $130 NRSF**	E-Urban / Surface Parked Product: **$122/$130 NRSF**	E-Urban (3 story): **$125/$140 NRSF**
			E-Urban (4 story): **$130/$145 NRSF**
Wrap Garage Product (4-Story): **$145 - $160 NRSF**	Wrap Garage Product (4-Story): **$140 - $155 NRSF**	Wrap Garage Product (4-Story): **$145/$155 NRSF**	Wrap Garage Product (4-Story): **$145/$155 NRSF**
Wrap Garage Product (5-Story): **$150 - $165 NRSF**	Wrap Garage Product (5-Story): **$150 - $165 NRSF**	Wrap Garage Product (5-Story): **$155/$165 NRSF**	Wrap Garage Product (5-Story): **$160/$180 NRSF**
5 Stories Over 1 Level Podium (6 total) **$160 - $175 NRSF**	4 Stories Over 1 Level Podium (5 total) **$155 - $165 NRSF**	4 Stories Over 1 Level Podium (5 total): **$165-$175 NRSF**	4 Stories Over 1 Level Podium (5 total): **$155-$175 NRSF**
	5 Stories Over 1 Level Podium (6 total) **$160 - $175 NRSF**	5 Stories Over 1 Level Podium (6 total): **$170-$185 NRSF**	5 Stories Over 1 Level Podium (6 total): **$185-$240 NRSF**
			Light Steel over Concrete Podium: **$220-$260 NRSF**

Prices depend on square foot average, site conditions and other factors. *15% higher out West (not California, Midwest or Northeast) 25% to 35% higher in California, Midwest, Northeast and Pacific Northwest. 10% higher on 5-story product.

CONSTRUCTION COSTS 2018

HIGH RISE

FLORIDA
Student
$265 NRSF (Prescient®)
$100,000 a bed

PLANO, TEXAS
$289 NRSF
HUD 221(d)4

PITTSBURGH, PENNSYLVANIA
$259 per NRSF
Started 2 years ago
All Steel - Now 20% higher

With General Contractor overhead / profit & parking

GLASS RECYCLED
SURFACES

MULTIFAMILY COUNTERTOP SOLUTIONS FOR THE 2018 QUARTZ TARIFF

- Many developers are scrambling to cope with the impending quartz tariffs
- GRS's products are domestically sourced, environmentally friendly
- Created from 85% recycled glass and porcelain mixed with 15% VOC-free epoxy resin
- Mirrors look and feel of quartz
- Similar to pre-tariff quartz price
- Can be installed nationally

WWW.GLASSRECYCLED.COM

ONE HUMPHREYS FAMILY OF COMPANIES

HPA DESIGN GROUP
INTERIOR DESIGN

Award-winning studio leading the industry in inventive interior multifamily design. With an ever expanding portfolio into student housing, senior living, high rise and hospitality and multiple office locations in **Dallas**, **Denver**, **Chicago, Orlando**, and **Newport Beach.**

www.hpadesigngroup.com

civil engineering

A full service firm with experience and proficiency in the multifamily, single family subdivisions, senior living, retail, commercial, office, industrial and Healthcare industries with office locations in **Dallas** and **Houston.**

www.hpcivileng.com

HPLA provides landscape architecture and site planning consulting services to the private and public sector specializing in the landscape architectural design for multifamily and mixed-use projects with two office locations in **Scottsdale** and **Dallas.**

www.hplastudio.com

GLASS RECYCLED
SURFACES

GRS turns glass bottles and recycled porcelain fixtures into gorgeous slab material. Unique countertops, flooring, and wall applications are created from a variety of products for commercial and residential use.

www.glassrecycled.com

UPCOMING EVENTS

WE HOPE TO
SEE YOU THERE!

2018

SEPT. 17 — MULTIFAMILY EXECUTIVE CONFERENCE
LAS VEGAS

OCT. 03 — NMHC STUDENT HOUSING CONFERENCE
HUNTINGTON BEACH, CA

29 — REAL SHARE APARTMENTS
LOS ANGELES

2019

JAN. 29 — NMHC ANNUAL MEETING & APT. STRATEGIES CONF.
SAN DIEGO

FEB. 19 — INTERNATIONAL BUILDERS SHOW
LAS VEGAS

CONTACT US

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FEEDBACK

WE WELCOME
YOUR OPINIONS

Contact us with your ideas and/or any questions on today's discussion. We look forward to hearing from you!

972.701.9636

marketing@humphreys.com

www.humphreys.com

What programs would you like to see in the future?

- New designs & concepts
- Equity
- Lending
- Student Housing
- Other (please specify)

HUMPHREYS & PARTNERS ARCHITECTS, L.P.

THANK YOU!

Please send any questions or comments to marketing@humphreys.com